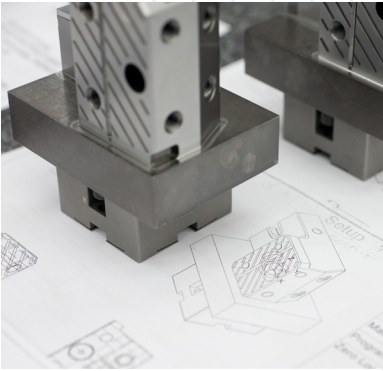


# WEST VIRGINIA

Making an Impact on U.S. Manufacturing  
MANUFACTURING EXTENSION PARTNERSHIP

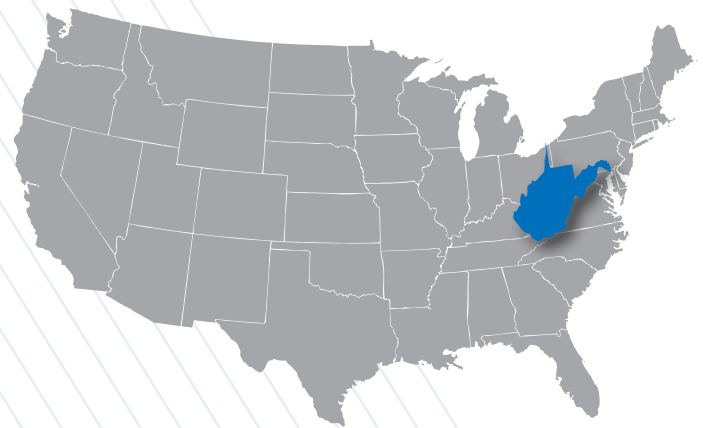


## West Virginia Manufacturing Extension Partnership

The West Virginia Manufacturing Extension Partnership (WVMEP) is dedicated to helping businesses in West Virginia become more competitive by reducing costs, increasing revenues, and generating higher profits. WVMEP provides information, decision support, and implementation assistance to businesses in adopting new, more advanced manufacturing technologies, techniques, and business practices. By raising the competitiveness of West Virginia businesses, WVMEP is helping to achieve a sustainable higher standard of living for West Virginians, creating and retaining relatively high-paying jobs, and ensuring the continued success of West Virginia businesses.

Expert in their individual disciplines, WVMEP's team works directly with every appropriate level in your organization, to improve production, marketing, quality systems, information systems, health and safety, manufacturing management, product design and development, industrial engineering, and general manufacturing.

Available on a long-term, contractual basis or for short-term projects, West Virginia Manufacturing Extension Partnership provides clients with proven management skills for all phases of product and technology life cycles.



### For more information, contact

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### West Virginia MEP CLIENT IMPACTS

*Impacts are based on clients receiving service in FY2012*

Total Increased/  
Retained Sales



**\$35.4 Million**

Total Increased/  
Retained Jobs



**271**

New Client  
Investments



**\$12.3 Million**

THE MEP NETWORK

WWW.NIST.GOV/MEP • 1-800-MEP-4MFG

U.S. DEPARTMENT OF COMMERCE • NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY • MANUFACTURING EXTENSION PARTNERSHIP

# CLIENT SUCCESS: SWANSON INDUSTRIES

*“WVMEP has been very instrumental in the growth of our business by providing us with local expertise in the development and maintenance of our Quality Management System, a key customer requirement. WVMEP has also been beneficial in introducing us to new markets. Swanson Industries has been fortunate to have such a longstanding working relationship with WVMEP, and has benefited greatly from their services.”*

Mark Carter, Vice President

## Second Largest Manufacturer in the State Enters New Markets, Expands Overseas

Swanson Industries, Inc. is a worldwide supplier of hydraulic machining and plating services with expertise in designing and manufacturing new products; remanufacturing and repairing components; engineering; and distribution of certified products. Swanson Industries corporate office and primary manufacturing facility is located in Morgantown, WV. Other manufacturing sites include Virginia, Pennsylvania, Utah, Wyoming, Ohio, China, and Brazil. The company currently employs approximately 200 people in West Virginia and over 800 worldwide.

### Situation:

Swanson Industries has been a client of the West Virginia Manufacturing Extension Partnership (WVMEP), a NIST MEP affiliate, for over 10 years, during which time Swanson has grown to become the second largest WV incorporated manufacturer. To meet the expectations of existing customers and to diversify its customer base, Swanson Industries and WVMEP worked together to implement and maintain ISO 9001 certification. WVMEP also helped Swanson with opportunities in foreign markets by providing ExporTech training and obtaining qualification as a wind supplier.

### Solution:

After completing implementation and certification of Swanson's ISO 9001 based quality system, WVMEP helped the company maintain and improve the system at several locations. WVMEP has also helped Swanson maintain Bronze certification with its largest customer. In addition to the quality management programs assistance, WVMEP helped the company penetrate foreign markets and enter new domestic industries. After attending an ExporTech session, Swanson Industries participated in a trade mission to Brazil that resulted in significant new business in the growing offshore oil industry in Brazil. WVMEP also introduced Swanson Industries to opportunities in the wind turbine supply chain. An assessment conducted by WVMEP resulted in Swanson Industries addition to a major wind industry supplier data base.

### Results:

- \* \$20 million in retained and new business
- \* Overseas market expansion resulting in \$1 million in new sales
- \* Achieved preferred supplier status in the wind industry

**\$20 million in retained  
and new business**